

## Message Text

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PAGE 01 STATE 197666  
ORIGIN COME-00

INFO OCT-01 EA-12 ISO-00 EB-08 /021 R

DRAFTED BY BED:OIM:MRD:SAKELLER  
APPROVED BY EB/OCA:WERAU  
BED:OIM:MRD:NSBASSETT  
BED:OIM:MRD:ABIHUN  
BED:OIM:PROGDEV:ALEONARD  
BED:OIM:CMURRAY  
EA/EP:RMORFORD (INFO)

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-----108851 050717Z /14

R 042216Z AUG 78  
FM SECSTATE WASHDC  
TO AMCONSUL HONG KONG

UNCLAS STATE 197666

E.O. 11652: N/A

TAGS: BBSR, HK

SUBJECT: GLOBAL MARKET RESEARCH - MEDICAL EQUIPMENT-HONG  
KONG

1. POST ASSISTANCE REQUESTED IN SOLICITATION OF BIDS FOR  
SUBJECT RESEARCH NEEDED BY COMMERCE AS INPUT FOR GLOBAL MAR-  
KET SURVEY AND TO SUPPORT SEMINAR TRADE MISSION SCHEDULED  
FOR HONG KONG IN MAY 1979. SIX COPIES SPECIFICATIONS SENT  
FPO AUGUST 4. MID-SURVEY REPORT DUE IN COMMERCE OCTOBER 31  
WHICH CALLS FOR SUBMISSION TO POST BY OCTOBER 24 LATEST.  
COMPLETED RESEARCH DUE IN COMMERCE DECEMBER 15.

2. BECAUSE OF EARLY DATE OF TRADE EVENT BEING SUPPORTED  
CONTRACTOR WILL BE REQUIRED TO SUBMIT EXPANDED MID-SUR-  
VEY REPORT MEETING NORMAL REQUIREMENTS AS OUTLINED IN AP-  
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PENDIX B OF SPECIFICATIONS AND ALSO COVERING BUT NOT LIMITED  
TO FOLLOWING POINTS BASED ON INFORMATION ACQUIRED BY THAT  
TIME: (A) BRIEF COMMENTS ON U.S. MEDICAL EQUIPMENT SALES  
PROSPECTS THRU 1983 FOR EACH OF 15 MAJOR PRODUCT CATEGORIES  
ON PAGE 8 OF SPECIFICATIONS WITH EMPHASIS ON BEST PROSPECTS;  
(B) GENERAL BRIEF COMMENTS ON RECENT MEDICAL EQUIPMENT MAR-  
KET DEVELOPMENTS INCLUDING PRESENT SIZE AND IMPORT VOLUME,

ANTICIPATED 1983 MARKET SIZE AND IMPORT VOLUME, AND PRESENT OR ANTICIPATED IMPORT RESTRICTIONS IF ANY; (C) SUGGESTED LIST OF SEMINAR TOPICS OF INTEREST TO HONG KONG AUDIENCES.

3. EXPANDED MID-SURVEY REPORT REQUIREMENTS LISTED ABOVE AND OCTOBER 24 DUE DATE ARE TO BE CONSIDERED PART OF SPECIFICATIONS. COMMERCE REALIZES INFORMATION PROVIDED MAY BE SUBJECT TO REVISION IN COMPLETED STUDY. SPECIAL POST ATTENTION TO MID-SURVEY REPORT WOULD BE APPRECIATED TO INSURE USEFUL EVENT PROCUREMENT DOCUMENT. POST COMMENTS WOULD ALSO BE APPRECIATED.

4. CONTRACT WILL BE FIXED PRICE WITH ONE-HALF PAYMENT ON SUBMISSION OF EXPANDED MIDSURVEY PROGRESS REPORT SATISFACTORY TO POST, ONE-FOURTH ON SUBMISSION OF COMPLETED RESEARCH SATISFACTORY TO POST, AND ONE-FOURTH ON ACCEPTANCE OF COMPLETED RESEARCH BY COMMERCE. SPECIFICATIONS WILL FORM INTEGRAL PART OF CONTRACT.

5. BID PROPOSALS ARE TO INCLUDE NAMES AND QUALIFICATIONS OF PERSONS TO BE ASSIGNED TO RESEARCH. PROPOSALS SHOULD PROVIDE DESCRIPTIONS OF PRIOR RESEARCH DONE ON SIMILAR OR RELATED THEMES INCLUDING NAMES OF CLIENTS FOR WHOM RESEARCH CONDUCTED. PLEASE CABLE BID SUMMARY WITH POST RE-

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COMMENDATION TO COMMERCE OIM/MRD-CODE 214 BY AUGUST 28. ASSUMING SATISFACTORY PROPOSAL RECEIVED COMMERCE AWARD AUTHORIZATION WITH FISCAL DATA WOULD FOLLOW PROMPTLY. ONE COPY OF EACH PROPOSAL SHOULD BE AIRMAILED TO OIM/MRD-CODE 214 ROOM 1204. VANCE

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## Message Attributes

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**Concepts:** n/a  
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Sheryl P. Walter  
Declassified/Released  
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